

ess Summary

weekly team meetings with City of Bel Aire.

reater Wichita Economic Development Corporation) Meetings.

ite Analysis/Investigation – 85% Complete.

arket Analysis/Target Profile – 60% Complete.

commendations – Council Action/Approval

gs

m Meetings:

Jeff Best, Jeff Lackey, Marlin Penner, Ty Lasher, Mayor

Meeting Minutes have been maintained and distributed.

been beneficial in keeping the project moving forward, assigning tasks & goals, identification of opportunities and challenges.

ights:

ation of industries not suited for Bel Aire. Zoning Code does not currently limit uses (see zoning of industrial property).

*Processing, Fuel Storage/Refinement, Asphalt/Concrete Plants, Correctional Facilities, Group Homes, or Quarrying, Oil and Gas Drilling, Rock Crushing, Solid Waste Incinerator, **Transfer Station**, Storage Yard, Agricultural Uses: Elevators, grain storage yard, feed lots, livestock confinement.*

necessity of shovel-ready sites (certified sites) – Develop with GWEDC
completion of work with Improvements to 53rd and 45th – TranSystems contracted for work
Industrial Park to be managed by Owner's Association.

formation of a Design Review Committee.

Storm Water Detention is preference. (Adoption of new storm water ordinance?)

the NW 80 acres of privately held land in planning process.

y, least intensive uses to be located on west side of the industrial park.

Park layout has been drafted, but will remain in flux during the planning process.

Established to make re-occurring presentations to the City Council for update and input.

Established that two open-house events to the public would be prudent to update and gain public support for the final plan.

tings

gs:

Jeff Best, Jeff Lackey, Marlin Penner, GWEDC & GWEDC Board Members

ights:

work being done for Bel Aire has created interest by the GWEDC in the marketing of multiple industrial sites in Sedgwick County (including Bel Aire Industrial Park)

ly, the focus is on the development and establishment of a certified sites program which inspects pertinent information and confidence that a site is "shovel ready".

has been expressed for development of a virtual building specification which would include building plans, renderings and cost estimates for two sizes of industrial buildings. The intent of this to the prospect is to prove communities investment and commitment to developing industrial property.

is interested in developing a website dedicated to industrial properties in Sedgwick County for ease of marketing of those properties. Pertinent information related to each site will be provided.

is in the process of bringing investors/developers together to drive this process.

records indicate elevated interest in the following: **Renewable Energy and Call**

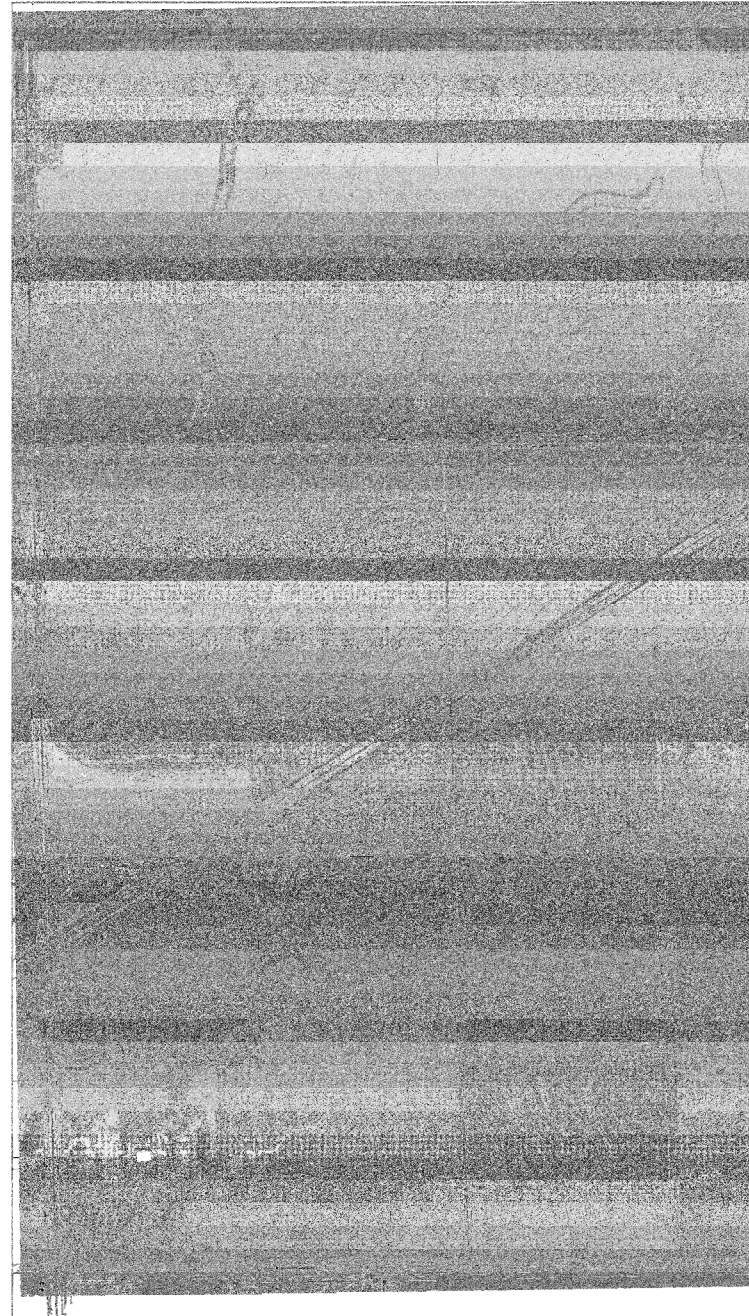
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Investigation:

Structure Availability
Railroad Industry Line
54 provides highway access
b and Greenwich provide north-south access
and 53rd Street under design for 3 lane roadway
ra Airport south of site
within 9 miles via K-96 or 18 miles via K-254
dner Intermodal Facility: 162 miles
of Catoosa, OK: 205 miles

ty meeting held February 8
er and sewer infrastructure available on west side
sas Gas Service available on west side of site
tar providing information at a later date
tings yet to be held with Cox, AT&T

ata collected
s surveys
cent land use maps
d maps



Union Pacific Railroad:

Currently serves customers 2 days per week; at peak ran 5 days per week

One crossing added, would need to close 2 additional

trucks and pellets being shipped frequently

Good location for food and beverage distribution

Public access for multiple users would work well

Manufacturing companies located in park would work well

Other industries being served

Wind manufacturing

Concerns about subsidies expiring at end of 2012.

Fracking

- Raw Sand being shipped from Minnesota and Wisconsin to N. Oklahoma and S. Kansas.

Market Analysis:

**Table 1: Wichita Area Employment by Industry Percent Changes
between 2001 and 2011**

Sector	10 Year CAGR	Ten Year % Change	10 Year Change in Employees (000)
Manufacturing	-3.2%	-28.1%	-19.5
Trade, Transportation, and Utilities	-0.3%	-2.9%	-2.4
Government	1.1%	12.0%	2.4
Professional and Business Services	2.3%	26.0%	7.8
Leisure and Hospitality	0.0%	0.0%	0.3
Mining, Logging, and Construction	-1.2%	-11.0%	-1.8
Other Services	0.0%	0.0%	-0.1
Financial Activities	-2.2%	-20.0%	-2.4
Information	-5.1%	-40.6%	-2.6

Source: TranSystems and US Bureau of Labor Statistics

Market Analysis:

County Estimated Employment Projections for Selected Industries

Department of Labor and Transportation

Industry Title	Absolute Change (no. of employees)	10 Year CAGR	Pct of Total
Health Care and Social Assistance	5,181	1.0158	25.6%
Educational Services	4,256	1.0165	21.0%
Administrative and Support and Waste Management and Remediation Services	2,746	1.0171	13.5%
Accommodation and Food Services	2,036	1.0102	10.0%
Government	1,273	1.0087	6.3%
Retail Trade	1,111	1.0043	5.5%
Professional, Scientific, and Technical Services	1,102	1.0146	5.4%
Construction	1,029	1.0080	5.1%
Wholesale Trade	799	1.0083	3.9%
Other Services (Except Government)	578	1.0063	2.9%
Information	495	1.0107	2.4%
Transportation and Warehousing	415	1.0061	1.0%
Manufacturing	-1,829	0.9965	-9.0%
All Other	1,081	1.0061	5.3%
Total	20,273	1.0079	100.0%

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	Selection Criteria				
	Wichita Population Proximity	Employment	Fit with Bel Aire Vision	Infrastructure	Real Estate
	Favorable commutes for employees living in the northeast quadrant of Wichita.	Job growth is highest for industries requiring office space of all Wichita industries.	Expect increased commuter traffic, but lowest impact on vision compared to other opportunities..	Good highway access – requires minimum in infrastructure improvements.	Current vacancy rate is high, but increasing office space demand is expected to grow faster than other sectors, although it may take several years to see significant growth.
ing medical equipment	Favorable commutes for employees living in the northeast	At 1.58% CAGR, Healthcare employment growth projections lead Wichita industries. While not robust, may be opportunities for FLEX light manufacturing/office space.	Expect increased commuter and truck traffic.	Good highway access.	Flex space demand is strong, vacancy rates are low, and new facilities, especially for medical equipment or biomed manufacturing, may require specialized space.

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Opportunity	Selection Criteria				
	Wichita Population Proximity	Employment	Fit with Bel Aire Vision	Infrastructure	Real Estate
Light Manufacturing (composites) Aviation composites	Favorable commutes for employees living in the northeast quadrant of Wichita.	Employment projections for manufacturing positions are for negative growth; however, local aerospace engineering expertise is a plus.	Can expect increased traffic, both commuter, large truck traffic and/or rail traffic.	Rail access is an advantage for those companies that require it. (heavy, or very large pieces). Good access to highways.	Currently high vacancy rates in the Wichita area, and Bel Aire in particular. Expect competition from existing facilities, especially in light of declining manufacturing sector.
Distribution Food and Beverage Trucking	Northeast location second only to distribution locations to the south of Wichita.	Both general population and distribution employment growth is essentially flat	Expect substantially increased truck traffic	Rail access is an advantage for those companies that require it. (heavy, or very large pieces). Good access to highways. Do not expect intermodal service.	Must compete with existing warehouses in a flat growth market. Current vacancy rates are high.
Alternative Energy (wind, etc.) Towers Bases Blades Nacelles	Favorable commutes for employees living in the northeast quadrant of Wichita.	Local aviation talent suitable for Wind Turbine engineering, etc.	Expect increased commuter traffic, large truck traffic and rail traffic.	Rail access is an advantage; oversized tower and turbine equipment often require rail access. Good access to highways. Do not expect intermodal	Competing sites in Newton and Hutchinson have a head start.

Commerce Park

dicts regional context which may be beneficial for large grant programs.
to our geographic location
nds more regional which may be beneficial in attracting prospects.

“plains” is not necessarily held in high opinion by those on either coast. Many think there is nothing on the plains already, so to reinforce the idea of the plains may be a
ment.

fficult to develop a clear brand/logo

Plains may be inferred to mean Oklahoma or Texas, not Kansas and thereby be
nally confusing.

Commerce Park

es a visual impression of a well connected site.

terpreted as meaning both roads and rail which is a positive (intersection).

s enough to still have a regional inference, although it does not speak to the region
fically.

que, nor does it speak specifically to this region.

on may be: “Our business is at a crossroads” which may be interpreted as change or
tive.

mmerce” in lieu of “industrial” creates a double-C when speaking the name which may
ow well verbally

Naming Recommendations

Commerce Park

fits regional context which may be beneficial for large grant programs and sounds professional which may help attracting prospects.

is easy to understand, clear and easy to develop brand/logo.

Sunflower is the state flower of Kansas (State flower). Western Meadowlark is the state bird but does not bring up the same connotation as the Sunflower.

Sunflower is not likely to be used in naming. (i.e. Sunflower Bank, Sunflower Motors)

Sunflower is a word that may not denote nature of business (cutesy). May need to balance with a "strong" word like industrial in lieu of commerce.